

Message Text

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72

ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 EB-07 RSC-01 /023 W
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R 291300Z JAN 75
FM AMCONSUL GUAYAQUIL
TO SECSTATE WASHDC 3630
INFO AMEMBASSY QUITO
USDOC WASHDC

UNCLAS GUAYAQUIL 156

DEPT PLEASE PASS TO EX-IM BANK MISS KATHERINE CAMERON

E. O. 11652: N/A

TAGS: BEXP, BBAK, EC

SUBJ: FOREIGN GOVERNMENT TENDER - GUAYAQUIL FIRE DEPARTMENT

REF: A. CAMERON/CORTEZ TELECON TO QUITO OF JANUARY 28
B. GUAYAQUIL 1373 OF DECEMBER 2, 1974 TO USDOC

1. GUAYAQUIL FIRE DEPARTMENT (BENEMERITO CUERPO DE BOMBEROS
DE GUAYAQUIL) ASKING FOR QUOTATIONS ON:

A. 10 - HIGH-PRESSURE FIREFIGHTING VEHICLES

B. 2 - TELESCOPE-LADDER FIREFIGHTING VEHICLES

C. 2 - PATROL-TYPE FIREBOATS

2. FOUR-YEAR FINANCING DESIRED.

3. IN PARA 10 OF REF B, POST INFORMED USDOC THAT "IN VIEW OF COM-
PLEXITY OF REQUIREMENTS CONTAINED IN THIS TENDER, ESPECIALLY SO FAR
AS TERMS OF PAYMENT (FOUR-YEAR FINANCING) IS CONCERNED, POST STRONGLY
SUGGESTS THAT U.S. FIRMS WISHING TO PARTICIPATE IN THIS TENDER DO
IT THROUGH LOCALLY ESTABLISHED AGENTS WHO MAY BE FAMILIAR WITH LEGAL
MEASURES TO TAKE TO AVOID FUTURE DIFFICULTIES IN OBTAINING PAYMENT."

4. ALTHOUGH GUAYAQUIL FIRE DEPARTMENT PLACED UNDER JURISDICTION
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OF MINISTRY OF SOCIAL WELFARE AND LABOR APPROXIMATELY TWO YEARS

AGO, DEPARTMENT DOES NOT DERIVE ANY REVENUE AS SUCH FROM NATIONAL GOVERNMENT. BREAKDOWN OF 1975 ANNUAL REVENUE ESTIMATES FROM DEPARTMENT CHIEF COL. J. OLMEDO FARFAN OBTAINED JANUARY 28 ARE AS FOLLOWS:

A. 0.15 PERCENT OF OFFICIAL APPRAISAL VALUE OF ALL URBAN REAL ESTATE PROPERTY IN GUAYAQUIL	US \$ 540,000
B. 8 PERCENT TAX REVENUE FROM ALL PRIZES PAID BY GUAYAQUIL LOTTERY	280,000
C. 0.25 PERCENT OF NET PROFIT ON LOTTERY	28,000
D. RENTAL INCOME FROM REAL ESTATE OWNED BY THE FIRE DEPARTMENT	28,000
E. 5 PERCENT OF PREMIUMS ON INSURANCE POLICIES ISSUED BY COMPANIES IN GUAYAQUIL	48,000
F. MISCELLANEOUS REVENUE, E.G. FINES IMPOSED ON VIOLATORS OF DEPARTMENT'S REGULATIONS, INTEREST ON BANK DEPOSITS ..	40,000
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TOTAL ESTIMATED REVENUE FOR 1975	US \$ 964,000

IN SPITE OF FACT THAT DEPARTMENT RECEIVES NO REVENUE DIRECTLY FROM NATIONAL GOVERNMENT, ALL DECISIONS CONCERNING PURCHASES, PAYMENTS, ETC. ARE MADE BY THE MINISTRY OF SOCIAL WELFARE AND LABOR IN QUITO.

5. GUAYAQUIL FIRE DEPARTMENT HAS 29 STATIONS IN CITY. STAFF IS DIVIDED AS FOLLOWS:

ADMINISTRATIVE AND TECHNICAL	25
SALARIED FIREMEN, DRIVERS, LABORERS, ETC.....	55
VOLUNTARY FIREMEN (INCLUDING CHIEF, OFFICERS, AND TROOP MEMBERS)	1,200

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TOTAL STAFF	1,280
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6. PLEASE ADVISE IF ANY ADDITIONAL INFORMATION REQUIRED.
POST WOULD APPRECIATE KNOWING WHAT U.S. FIRMS INTERESTED IN SALE AND ANY OTHER DETAILS AVAILABLE IN RESPONSE TO TENDER.
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